



**WE ARE
INVISIBLE.**



YOU ARE NOT!

FUCHS is the world's largest independent supplier of innovative lubrication solutions, covering almost every industry and application. Our products and solutions keep the world moving even though they are not always visible. What matters is that each of our over 6,000 employees in over 50 countries is visible – their entrepreneurial spirit, ideas, and skills are the foundation of our global business. Come be seen at FUCHS by joining us as:

Area Sales Manager – Commercial Automotive (East Midlands)

A fantastic career opportunity has arisen for an Area Sales Manager to join the dynamic Automotive team, covering the East Midlands area including Gloucestershire and Oxfordshire. Working to achieve defined sales growth targets in nominated markets, this role will primarily be measured on the ability to identify, develop and deliver profitable new sales and to retain and develop a significant portfolio of existing accounts.

Your areas of responsibility:

- To manage and develop existing customer base and identify new business development opportunities through to profitable sales. Targeting higher contribution levels and sourcing new markets.
- To maintain extensive knowledge of current market conditions and competitor activity.
- Understand the complete Automotive product range, latest specifications and approvals, whilst maintaining a high level of technical knowledge in respect of key products.
- Increasing market share and sales through building and maintaining strong relationships with key decision-makers in target organisations and to understand their business needs.
- Maintain and develop an active sales opportunity pipeline of potential new business.
- Conduct market research to identify potential clients, competitors and new opportunities.

The Ideal Candidate:

- Proven sales achievements, excellent communicator and commercially astute.
- Proven experience in the automotive lubricants industry is ideal but not essential, with success selling into the Automotive Aftermarket, Franchise Dealers, Commercial Fleet, Agricultural, Construction, Plant & off Highway sectors.
- Strong candidates will be self-motivated and driven with high levels of tenacity and will be committed to delivering outstanding levels of customer service
- Should be able to demonstrate achievement of profitable sales growth through technical selling of high-quality lubricants or other technical products.
- A good understanding of automotive lubricants, applications or automotive engineering would be an advantage, but not essential, candidates from other backgrounds will also be considered
- The role demands excellent organisational and time management skills.
- Computer literacy and numeracy skills are pre-requisite, with the ability to create sales proposals and to deliver professional customer presentations.
- You should possess excellent communication skills which enable you to build and maintain relationships at all levels within a business.

Our Benefits:

- Competitive salary and uncapped bonus scheme.
- Car Allowance.
- Holiday Entitlement above Statutory.
- Defined Contribution Pension Scheme.
- Discounted private medical cover
- Employee Assistance Program
- Training opportunities for personal development
- Supportive working environment

How to Apply:

If you would like to apply for the role, please send your full, up-to-date CV to Susanne McClurg, susanne.mcclurg@fuchs.com

Come be seen at FUCHS – join our team and move the world with us!
<https://www.fuchs.com/uk/en/careers/jobs-at-fuchs/vacancies/>

MOVING YOUR WORLD

